

October 23, 2017

To All Members of the U.S. House of Representatives:

We are writing today on behalf of the National Association of Wholesaler-Distributors (NAW) to urge your vote for H. Con. Res 71, the Fiscal Year 2018 Budget Resolution, with the Senate Amendment as it passed the Senate last week. NAW is the “national voice of wholesale distribution,” an association comprised of employers of all sizes, and national, regional, state and local line-of-trade associations spanning the \$5.6 trillion wholesale distribution industry that employs more than 5 million workers in the United States. Approximately 40,000 enterprises with almost 400,000 places of businesses in all 50 states and the District of Columbia are affiliated with NAW.

NAW does not as a matter of general practice participate in the debate on Congressional Budget Resolutions, and we have only rarely written to members of the House of Representatives to communicate our support for or opposition to a Budget. While we do not intend to change our long-standing practice, we believe that the Senate version of the Budget Resolution pending before the House this week is of such significance that we must make an exception to our policy.

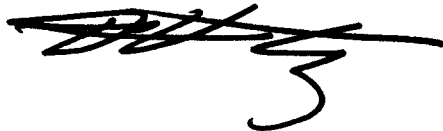
NAW’s member companies are large and small, S Corp and C Corp, public and private, ESOP and co-op – and they are a vital part of the economy and job creation everywhere they are located. Distribution companies have, on average, an after-tax profit margin of under 2 percent, and an effective tax rate of more than 32 percent.

And all of them are looking to Congress to finally do something about our broken tax code, increase our competitiveness, and level the playing field among various industries in terms of effective tax rates.

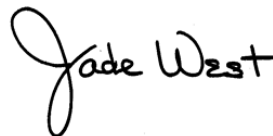
While we understand that there are many issues associated with the pending Budget Resolution, none is more important than facilitating action on tax reform in the coming months. Simply put, a vote against the pending Budget Resolution is a vote to kill tax reform.

We therefore urge all members of the House to vote for the Senate version of the Budget Resolution, and we will include the vote on final passage of this resolution among our key votes for this session of Congress.

Sincerely,



Dirk Van Dongen
President



Jade West
Senior Vice President-Government Relations